

# STATE OF INDIANA



# VENDOR HANDBOOK

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## **DIRECTORY**

The Indiana Department of Administration's Procurement Division is located at 402 West Washington Street, Indiana Government Center South, Room W468, Indianapolis, IN 46204. Office hours are from 8:00 a.m. to 4:30 p.m., Monday through Friday (except on legal holidays).

### **Procurement Division**

Administration	
Director	232-3032
Deputy Directors	232-3032
Electronic and Administrative Services Section	
Manager	233-0573
Bidder/Vendor Registration	232-6870
Purchasing Section (Commodities and Contract Services)	
Manager	233-3105
Heavy Equipment/Vehicles	232-3040
Clothing/Textiles	232-1982
Food	232-3040
Health Care Items	232-8115
Various Commodities/Paper	232-3050
Pharmaceutical	233-3032
Hazardous Waste/Janitorial Services	232-3035
Business Office Supplies	232-3050
IT/Clerical Staffing	232-2498
Printing	232-3050
Request for Proposals (RFPs)	233-3075
Recycled Content	232-3037
Office Equipment/Furniture	232-8115
IT Equipment	232-2498
Telecommunications	232-2498
Fuel	232-3040

### **Contract Administration**

Supervisor	232-8007
Contract Analyst	232-6783
Contract Analyst	232-6784

### **Minority and Women's Business Development**

General Information	232-3061
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### **Secretary of State**

Corporate Registration	232-6576
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## **GUIDELINES FOR ETHICAL PROCUREMENT PRACTICES**

*A vendor and its agents shall abide by all ethical requirements that apply to persons who have a business relationship with the State, as set forth in Indiana Code § 4-2-6 et seq., the regulations promulgated thereunder, and Executive Order 04-08, dated April 27, 2004.*

*A purchasing professional, the spouse or unemancipated child of a purchasing professional shall not solicit, accept, or receive nor shall a donor offer, directly or indirectly, any gift, favor, service, entertainment, food or drink, under circumstances in which it can reasonably be inferred that the thing of value would influence the employee to give special consideration to an action by such employee in his or her official capacity. (40 IAC 2-1-6(a))*

If a vendor is not familiar with these ethical requirements, the vendor should refer any questions to the Indiana State Ethics Commission, or visit the Indiana State Ethics Commission website at <http://www.in.gov/ethics>.

In our positions as stewards of state taxpayers' money, we in the Procurement Division are held to a high standard of special trust by our fellow citizens. It is our sincere hope that you, our vendors, will assist us in maintaining this high standard by avoiding any potential conflict of interest with our purchasing staff. It is incumbent upon us to strictly forbid such a conflict, please help us do our part.

## **HOW TO BECOME AN INDIANA REGISTERED BIDDER**

The State of Indiana maintains two databases of vendor information. The Bidder registration database is set up for vendors to register if you are interested in selling a product or service to the State of Indiana. You may register on-line at no cost to become a Bidder with the State of Indiana. To complete the on-line Bidder registration go to <http://www.in.gov/idoa/register/>. The Bidder registration offers email notification of upcoming solicitation opportunities, corresponding to the Bidder's area(s) of interest, selected during the registration process. Vendors do need to be registered to bid on and receive email notifications. Completion of the Bidder registration will result in your name being added to the Bidder's Database, for email notification. The Bidder registration requires some general business information, an indication of the types of goods and services you can offer the State of Indiana, and locations(s) within the state that you can supply or service. (see Appendix A for completion instructions) There is no fee to register in Procurement Division's Bidder Database.

Problems or questions concerning the registration process or the registration form can be e-mailed to Shirley Houston, Vendor Registration Coordinator, at [shouston@idoa.in.gov](mailto:shouston@idoa.in.gov), or you may reach her by phone at (317) 232-6870.

The Vendor database is comprised of vendors who either have or have had a contract/purchase order with the State. You will not be considered a State of Indiana Vendor until such time that you have won a solicitation award to provide a good or service. At that time you will be asked to provide a Form W-9 and will be added to the vendor database with the information that you entered when you registered as a Bidder. If information such as address, tax identification number, and contact information changes you need to contact Shirley Houston at the contact information listed above.

**It is very important that you have a Bidder profile even if you are a current vendor. It is also very important that you keep your Bidder registration and Vendor file information current/correct once you register or become a vendor, so you do not miss any solicitations, or delay your payments.**

As a vendor, you should be aware that the Indiana Department of Transportation and the Division of Public Works maintain separate purchasing activities for certain goods and services specific to those agencies. If your product or service is one in which the Department of Transportation or the Division of Public Works would be interested, you should contact the appropriate office so that you may complete the vendor application process for that office. Department of Transportation and Division of Public Works do not yet use the email notification of solicitation opportunities. The addresses of both are listed below.

**Indiana Department of Transportation**

100 North Senate Avenue, Room N755

Indianapolis, IN 46204-2249

Phone: (317) 232-5533

**INTERNET ADDRESS:** <http://www.in.gov/dot>

**Division of Public Works**

Indiana Department of Administration

402 West Washington St., Rm W467

Indianapolis, IN 46204

Phone: (317) 232-3000

**INTERNET ADDRESS:** <http://www.in.gov/idoa/pwd>

If any changes or additions need to be made to your Bidder registration, please follow the instructions at <http://www.in.gov/idoa/register/>.

**WAYS TO STAY INFORMED ABOUT BIDDING**

1. Consult the *Indianapolis Commercial*, *Indianapolis Recorder*, and other newspapers throughout the State (see Appendix E)
2. Search State Bids on the Internet: <http://www.in.gov/idoa/business/>

**OUT-OF-STATE CORPORATIONS**

In accordance with IC 5-22-16-4, an offeror or subcontractor desiring to perform any portion of the work described by any bid/quote that is a business required to register with the Secretary of State, must be registered with the Secretary of State of Indiana, before they can be awarded a purchase

order, from an accepted bid. All out-of-state Limited Liability Partnerships, Limited Partnerships, Corporations, S-Corporations, Nonprofit Corporations and Limited Liability Companies must register. There is a fee to register with the Secretary of State. For further information and applications, please contact the Secretary of State at the following address:

**Secretary of State**  
Corporation Division  
302 West Washington, Room E018  
Indianapolis, IN 46204  
Phone: (317) 232-6576  
**INTERNET ADDRESS:** <http://www.in.gov/sos>

### **“BUY INDIANA” PRESUMPTION**

Governor Mitchell E. Daniels, Jr. on January 10, 2005 established the “Buy Indiana” presumption by Executive Order 05-05. This executive order stated that “over \$0.40 of every public purchasing dollar in state government is being spent outside Indiana and, as a result, the public’s business is being transacted with out-of-state companies out of the public view; and when our tax dollars are spent on goods and services provided by Indiana-based businesses that employ Hoosiers, our State benefits from increased employment opportunities, more tax revenues to fund our schools, roads, police and fire protection, health care, and other public services, and enhanced oversight of the use of public funds.”

### **HOW THE STATE OF INDIANA BUYS**

The State of Indiana has very specific procurement procedures, based predominantly on the estimated price the end user (a state agency) determines that particular product or service may cost. Awards are generally made based on the lowest priced responsive\responsible vendor meeting the agency’s requested and required specifications.

### **METHODS OF SOLICITATION**

#### **Streamlining Program**

All agencies have the delegation of authority to solicit their own quotations with an estimated dollar amount of less than \$5,000. However, certain agencies have special delegation under the streamlining program. The program consists of the delegation of purchasing authority up to \$25,000 or \$75,000 for agencies who qualify. These agencies are required to follow the same statutes, laws and policies that the Department of Administration, Procurement Division follows. Under IC 5-22-8, the Indiana Department of Administration may use Small Purchasing Procedures for all requisitions not exceeding \$75,000.

Agencies with the delegation of authority to procure under the new streamlining delegation have the authority to request telephone quotations and pay by Claim Voucher, a method of payment, directly

to the Auditor's Office on Requests for Quotation with an estimated dollar amount of less than \$5,000 or \$25,000 depending on delegation authority. For quotations with an estimated dollar amount greater than \$2,500 and less than \$75,000, the requesting agencies have the authority to solicit their own quotations. However, these are still currently being processed through the Procurement Division for a Purchase Order, when they are above the agency's delegation. To find the delegation level for a specific agency, visit the IDOA Procurement Division website at [www.in.gov/idoa/proc](http://www.in.gov/idoa/proc) and click on the link named "Statewide Purchasing Administrators".

#### **Requests for Quotation (RFQ) - \$500 to \$2,500**

Requests for Quotation less than \$2,500 are solicited by the agency. The agency may contact bidders by phone or in writing. The agency must contact bidders in writing for quotes for printing purchases within this dollar amount. The agency must select at least three (3) known vendors to contact concerning the Requests for Quotation, along with the specifications. There is not a set time frame by law that these quotations must be on the street. However, we ask the agencies to allow at least seven days whenever possible. After quotations are received by the vendor and they have responded, the agency reviews the quotations and makes an award. Upon an award, a purchase order is issued. The agency will make payment for POs within this dollar amount by claim voucher.

#### **Requests for Quotation (RFQ) – \$2,500 to \$75,000**

Requests for Quotation with an estimated dollar amount greater than \$2,500 but less than \$75,000 are solicited by the agency. The agency determines the need and writes the specification. The agency then selects at least three (3) known vendors to send the Requests for Quotation to, along with the specifications (IC 5-22-8-3(b)). The agencies must allow the solicitation to remain open for at least seven (7) days whenever possible. After quotations are received by the vendor and they have been reviewed, the agency awards the quote and creates the PO up to their authority. If the solicitation is above their streamline authority the agency sends the request with all necessary paperwork to the Procurement Division for processing. A Procurement Division Purchasing Administrator reviews the quotations and makes an award. Upon an award, a purchase order is issued. Agencies will make payment for the PO created by claim voucher up to \$5,000 or \$25,000 depending on their streamline delegation (\$25,000 or \$75,000). If the PO is above the streamline delegation the funds will be encumbered by Procurement with the Auditor of State.

#### **Small Business Set-Aside Program**

Created by IC 5-22-14, the Small Business Set-Aside program was put in place to promote the growth and success of small businesses. Commodities (including printing) (IC 5-22-14-4) identified below have been chosen to participate based on the small business community that is known to be capable of supporting the needs of the State, while still allowing fair and equitable competition in the procurement process. The program is applicable to commodity purchases between \$5,000 and \$25,000, and printing purchases between \$5,000 and \$15,000.

Soliciting quotations for purchases that qualify under the Small Business Set-Aside requirement should be done using the same documents and the same processes as would be used for any other purchase within these estimated dollar amounts. Indiana Code (IC) 5-22-14-6, however, dictates that only bidders who qualify as small businesses should be solicited.

ITEM	UNSPSC CODE
First Aid/Safety Equipment	42170000, 42290000, 46180000
Hardware and relative items	24110000, 31162700, 46171500
Badges/Emblems	55120000
Hand Tools	27111500
Personal Computer Hardware/Peripherals	43000000, 26121600
Personal Computer Software	43190000, 43230000
Police Equipment	46000000
Plumbing Equipment	30180000
Building Maintenance Materials	72100000
Printing	82121500

#### **Invitation for Bid (IFB) – Greater than \$75,000**

Invitations for Bid vary from Requests for Quotation only in procedural requirements, and that the processing of IFB is done by the Procurement Division buyers. Invitations for Bid are issued and must be open for fourteen (14) days. They must be publicly advertised for two consecutive weeks. Bids obtained by Invitations for Bid rules are opened, read publicly and microfilmed at the bid closing date and time.

#### **Request for Proposal (RFP) – Greater than \$75,000**

The Request for Proposals method is used for procurements in which factors other than cost play a significant role. Per IC 5-22-9, when a purchasing agent makes a written determination that the use of competitive sealed bidding is either not practicable or not advantageous to the governmental body, the purchasing agent may award a contract using this procedure instead of competitive sealed bidding. This provides a formal process for the procurement of goods and/or services for which price is not the sole factor in the selection of a vendor or vendors.

By using the RFP process, the State intends to award a contract to the responsive/responsible Respondent (s) whose proposal is determined to provide the “best value” to the State. Because the requesting agency determines the specifications of what is being solicited through the RFP, it allows the agency more control over the process, which in turn helps the agency to obtain the “best fit” for its needs. Because the evaluation criterion is explained throughout the RFP, Respondents have the opportunity to concentrate, in their proposals, on the areas most critical to the requesting agency. The RFP provides an agency with the opportunity to enter into contract negotiations with the Respondent or Respondents that submit the best and most cost effective proposal(s).

An Agency may choose to research information on a proposed RFP without having to commit to doing an RFP by doing a Request for Information (RFI). The RFI is used by agencies to gain information on specifications and pricing for new products, programs or services. The RFI



strictly requests information and a contract will not result from the RFI. The RFI is not to be used as a tool to “pre-select” vendors. Responses to the RFI will remain confidential until after the RFP is complete. If no RFP is issued, the RFI responses become public information after the decision is made not to proceed with an RFP.

In order to ensure that state agencies are developing RFP’s that are reflective of the latest technology and processes, and that the agency has input from local industry representatives a Pre-RFP Informational Session is required prior to the planned issuance of any RFP. In some cases, IDOA may determine a combined session of the Pre-RFP informational session and the pre-proposal conference may best suit the process. This session is a great opportunity for Indiana certified minority and women businesses to identify prime bidders they may wish to partner with.

A representative of IDOA Procurement will attend each session to discuss/explain the RFP process. A representative of the IDOA M/WBE Division will also attend to discuss/explain the M/WBE requirements in an RFP. The balance of the session is geared to sharing information with the vendor community and gaining their input on the best way to develop an RFP to assure the best possible responses from the vendor community. Once the Pre-RFP Informational Session meeting is complete the vendors will have generally a minimum of one (1) week before the RFP is advertised on the web. During the time between the Pre-RFP Session and RFP the vendors are encouraged to contact the Agency to ask more questions. Once the RFP is placed on the web the only contact the vendor can have is with the buyer associated with the RFP.

The RFP is advertised in two publications of general circulation for two successive weeks, it will generally remain “on the street” for a minimum of three to four weeks following the advertisements depending on the complexity of the RFP.

Proposals in response to RFPs should be delivered to the Indiana Department of Administration, reception desk no later than the due date and time. Late proposals will not be accepted. The RFP number and due date are to be clearly indicated on all packages submitted to the Procurement Division in response to the RFP.

Once all proposals are processed the requesting agency will complete the evaluation of the proposals using the evaluation criteria listed in the RFP and determine the recommended respondent, or determine that additional discussions, orally or in writing, should be conducted, after which a Best and Final Offer (BAFO) may be solicited.

The State selects a group of personnel to act as a proposal evaluation team. Subgroups of this team, consisting of one or more team members, will be responsible for evaluating proposals with regard to compliance with RFP requirements. All evaluation personnel will use the evaluation criteria stated in RFP. The Commissioner of IDOA or his designee will, in the exercise of his sole discretion, determine which proposals offer the best means of servicing the interests of the State. The exercise of this discretion will be final.

The procedure for evaluating the proposals against the evaluation criteria will be as follows:

1.) Each proposal will be evaluated for adherence to requirements on a pass/fail basis. Proposals that are incomplete or otherwise do not conform to proposal submission requirements may be

eliminated from consideration.

2.) Each proposal will be evaluated on the basis of the categories included in Section 3.2 of the RFP. A point score has been established for each category and scoring may vary in the categories of Management Assessment/Quality and Price in some solicitations.

3.) If technical proposals are close to equal, greater weight may be given to price.

Only after the Commissioner of IDOA or designee has approved the recommendation can the vendor or vendors be contacted to commence contract negotiations. Upon approval of the recommendation signed by the Director of Procurement and the Commissioner of IDOA or designee, the RFP staff will send notification of acceptance to the selected respondent(s) and notification of declination to respondents whose proposals did not meet the agency's needs.

Based on the results of this evaluation, the qualifying proposal determined to be the most advantageous to the State, taking into account all of the evaluation factors, may be selected for further action, such as contract negotiations. If, however, it is decided that no proposal is sufficiently advantageous to the State, the State may take whatever further action is deemed necessary to fulfill its needs. If, for any reason, a proposal is selected and it is not possible to consummate a contract with the Respondent, IDOA may begin contract preparation with the next qualified Respondent or determine that no such alternate proposal exists.

### **Quantity Purchase Agreement (QPA)**

The Quantity Purchase Agreement (QPA) is an opportunity for the State, or a particular agency, to enter into an agreement by which a selected vendor provides an estimated quantity of goods and services at a stated unit price guaranteed for a specific time frame, usually a year.

Products or services available on QPA must be purchased from these contracts. *There are two exceptions:* a substantial cost savings or the agency functional requirements can't be met.

If a substantial cost savings can be realized by purchasing outside the QPA, justification must be provided documenting the estimated per item cost savings, and how that figure was determined. Use of the Fair Market Value principal may help determine the overall savings. If the QPA product or service does not meet the agency's functional requirements, justification must also be provided indicating specifically which specifications are inadequate.

The State establishes ASA (All State Agency) QPAs, from which any agency may submit a Purchase Order to receive a commodity. The processing time of a QPA Purchase Order is much less than those of a purchase order – an average of only 2-5 days once it reaches the Procurement Division.

All current QPAs are listed on the Procurement page of the State's web site. (<http://www.in.gov/idoa/proc/qpa.html>). Even though QPAs are generally in effect for only two years, they may be renewed according to the terms of the original contract, with the State generally limiting the length of a QPA to four years total (original term plus renewals).

## **Contracts**

A contract contains these essential elements: competent parties, lawful subject matter, sufficient consideration and consent of minds. A contract creates a “state procurement relationship”. In other words a procurement contract should be used whenever the state agency wishes to buy, lease, or exchange property or services for the **direct benefit of a state agency**. Also, when a state agency’s principal purpose is to **acquire an intermediary’s services**, which ultimately may or may not be delivered to an authorized recipient, then a contract is required.

## **Special Procurements**

Competitive open solicitation is required for any purchase over \$500 but in situations as provided for by Indiana Code IC 5-22-10, Special/Emergency purchasing methods may be used when unique circumstances exist, allowing standard practices to be circumvented. The need for this type of purchase must qualify under at least one of the criteria defined in IC 5-22-10 sections four (4) to nineteen (19). The Source Selection Authorization for Special Procurement document and justification must be provided explaining why this type of procurement is necessary on the Special Procurement Recommendation of Award document.

## **SPECIFICATIONS**

To be certain that solicited bidders completely understand the requirements of the items or products to be purchased, a detailed specification must be provided. Indiana Code (IC) 5-22-5-3 declares that all specifications must promote the overall economy for the purpose intended, and must encourage competition in satisfying the needs of the State of Indiana.

The term “specifications” relates to the technical and descriptive requirements of a product, and to its intended use. Good specifications will identify the requirements while allowing competition among bidders. They will also list methods for testing compliance with the specifications and provide for an equitable award (IC 5-22-5-5).

Specifications are public records and are open for review by the public. Specifications are used to encourage competition and promote openness in the purchasing process with the State, by establishing the minimum requirements of a purchase. During the evaluation process specifications help determine whether or not bids/quotes are responsive. Specifications true intent is to promote both equality of opportunity to bid and objectivity of selection of the successful bidder.

To maintain fair and equal treatment of all bidders, neither protests nor appeals will be accepted, relative to specifications, unless the vendor submits a written protest at least five (5) business days prior to the bid/quote opening date. Telephone conversations with buyers or the requesting agency are undocumented communications and do not waive or modify the requirements of a solicitation. The Procurement Division will review all protests or appeals and, if a modification to the

RFQ/IFB/RFP is appropriate, will issue an addendum to all prospective bidders to whom the solicitation documents have been sent.

### **HOW TO RESPOND TO SOLICITATIONS**

1. The vendor must type or write in black ink their response to the solicitation (RFQ, IFB, RFP), manually sign the solicitation, and deliver it to the appropriate department by the time/date indicated in the solicitation. The quotation/bid needs to be in a clearly marked envelope (follow the instructions enclosed in the bid package).
2. Unit prices should be entered, extended (the unit price multiplied by the quantity), and the total price of the bid or quotation should be shown. Be sure to provide pricing only in the unit(s) of measure requested in the solicitation.
3. Any exceptions that a vendor takes to requirements and/or specifications should be explained on the exception sheet included with the bid package, and attached to the solicitation.
4. All bids/quotations should be F.O.B. (Freight on Board) Destination, unless otherwise stated in the invitation. This means that shipping charges are paid by the vendor and the vendor is responsible for the shipment until it is received and accepted by the State.
5. The State of Indiana reserves the right to split the bid/quote award between two or more vendors. If a vendor wishes not to be considered for a split award, he or she should state "ALL OR NONE" on the returned offer.
6. If the vendor wishes not to bid/quote, he or she should write "NO BID/QUOTE" on the solicitation and return it to the Procurement Division/requesting Agency. The return of a "NO BID/QUOTE" indicates continued interest in bidding for business with the State of Indiana.
7. See Appendix C for a checklist and common errors when responding to a solicitation.

## **RFQ/BID EVALUATION**

The Procurement Division determines the lowest responsive/responsible quotation/bid and verifies that all specifications requested/required have been met. Unless "All or None" is stated in writing on the quotation/bid, the Procurement Division may split an award if determined to be in the best interest of the State. Should the evaluation criteria differ from this, it will be specified in the Request for Quotation/Invitation for Bid. The appropriate Buyer can be contacted for further information.

All Requests for Quotation and Invitations for Bid are to be received in the Procurement Division no later than 3:00 p.m. EST (or the time specified on the quotation/bid). The quotation/bid will be time stamped when it is brought to the Procurement Division reception area or the mail room. **NO LATE QUOTATIONS OR BIDS WILL BE ACCEPTED.** Agencies with delegation of authority will have a different address to respond to and possibly a different time in which the Requests for Quotation must be returned. **AS YOU RECEIVE REQUESTS FOR QUOTATION, PLEASE WATCH FOR THE CORRECT ADDRESS TO RETURN YOUR RESPONSE.**

## **COMPLIANCE WITH TELEPHONE SOLICITATIONS ACT**

As required by IC 5-22-3-7:

(1) the Contractor and any principals of the Contractor certify that (A) the Contractor, except for de minimis and nonsystematic violations, has not violated the terms of (i) IC 24-4.7 [Telephone Solicitation Of Consumers], (ii) IC 24-5-12 [Telephone Solicitations] , or (iii) IC 24-5-14 [Regulation of Automatic Dialing Machines] in the previous three hundred sixty-five (365) days, even if IC 24-4.7 is preempted by federal law; and (B) the Contractor will not violate the terms of IC 24-4.7 for the duration of the Contract, even if IC 24-4.7 is preempted by federal law.(2) The Contractor and any principals of the Contractor certify that an affiliate or principal of the Contractor and any agent acting on behalf of the Contractor or on behalf of an affiliate or principal of the Contractor: (A) except for de minimis and nonsystematic violations, has not violated the terms of IC 24-4.7 in the previous three hundred sixty-five (365) days, even if IC 24-4.7 is preempted by federal law; and (B) will not violate the terms of IC 24-4.7 for the duration of the Contract, even if IC 24-4.7 is preempted by federal law.

To see if your company is compliant, contact the Office of the Indiana Attorney General. They can be reached at:

Office of the Indiana Attorney General  
Indiana Government Center South  
302 W. Washington St.  
Indianapolis, IN 46204  
Phone: (317) 232-6201  
Fax: (317) 232-7979

**INTERNET ADDRESS:** <http://www.in.gov/attorneygeneral>

## **FACSIMILE**

Quotations less than \$5,000 - a fax is acceptable with all signatures on necessary documents.

Quotations greater than \$5,000 and less than \$75,000 - a fax is acceptable with all signatures on necessary documents.

Invitation for Bids greater than \$75,000 or Quantity Purchase Awards - a fax is NOT ACCEPTABLE, all documents must be originals.

## **MISTAKES IN QUOTATIONS/BIDS**

A vendor may alter or withdraw his or her quotation/bid in writing at any time before it opens. After the quotation/bid opens, the vendor may only withdraw in writing before the award has been made. If a vendor withdraws the offer prior to the opening date and time, it will be returned unopened upon the request or destroyed. If the vendor withdraws the offer after opening, the offer becomes part of the solicitation file. It is also open to public review.

## **PAYMENT**

Payment to a vendor is made upon receipt of the vendor's invoice and the using agency's receiving copy of the purchase order. This occurs once delivery and acceptance have been completed. The vendor must also have a completed W-9 form on file with the Auditor's Office (Appendix B). The receiver copy and the vendor's invoice authorize the Auditor's Office to issue a warrant (check) to the vendor. By law, the State has 35 days once it receives a correct invoice to make payment (unless stated and agreed in the vendor contract). The State of Indiana is exempt from all sales tax. Tax exempt forms are available to vendors who hold a current purchase order or contract with the State, upon request.

## **DIRECT DEPOSIT OBLIGATION**

As of July 1, 2005 as required by IC 4-13-2-14.8:

Notwithstanding any other law, rule, or custom, a person or company whom has a contract with the state or submits invoices to the state for payment shall authorize in writing the direct deposit by electronic funds transfer of all payments by the state to the person or company. The written authorization must designate a financial institution and an account number to which all payments are to be credited. For forms and additional information see the Auditor of State's website at [www.in.gov/auditor/forms](http://www.in.gov/auditor/forms).

## **EXECUTIVE BRANCH LOBBYIST**

Effective January 1, 2006, the new executive branch lobbying rule requires that all executive branch lobbyists must file an initial Executive Branch Lobbyist Registration Statement with the Indiana Department of Administration (IDOA). Lobbyists have fifteen business days from the date of initial contact with an executive branch agency to file with the state.

The new rule promulgated by the Indiana Department of Administration (IDOA) can be found in the Indiana Administrative Code at 25 IAC 6. Additionally, a new statute which details certain aspects of executive branch lobbying and contains the statutory authorization for the IDOA to charge certain fees and fines relative to executive branch lobbying was passed in the 2006 session of the General Assembly. That statute can be found at Indiana Code 4-2-8.

### **What is an Executive Branch Lobbyist?**

A very basic description of an executive branch lobbyist would be: an individual who is paid at least \$1,000 to make contact with an executive branch agency for the purpose of trying to influence the award of a contract; a lease; another financial arrangement; or the outcome of a rule. To determine whether a particular individual would be considered an executive branch lobbyist, an examination of the various definitions in 25 IAC 6-1-1 is required.

### **Who Must Register as an Executive Branch Lobbyist?**

To determine whether an executive branch lobbyist must register with the Indiana Department of Administration (IDOA) an examination of the various exceptions to 25 IAC 6-1-1 (7) and (8) is required. Note that any person who meets the criteria above and who does not fall under an exception mentioned below is required to register as an Executive Branch Lobbyist.

## **PREFERENCES**

The State of Indiana is committed to making purchases that promote the economy, the environment, and the nation. In support of this commitment, “preferences” have been put in place giving advantages to certain types of businesses and products.

There are three basic types of preferences: Absolute, Price and Tie-breaking. Each vendor must claim any and all preferences at the time of bidding.

### **Absolute**

An absolute preference allows bidders meeting certain criteria to receive an award without regard to other criteria unless another bidder also claims the preference, meaning that the bidder offering the lowest cost may not be the choice for an award. There are currently three preferences offered in this category.

#### *U.S. Manufactured Preference (IC 5-22-15-21, 25 IAC 1.1-3)*

These Statutes require the purchase of United States manufactured products whenever possible. If a bidder claims this preference, they are certifying that the end products they are offering are U.S. manufactured. If the cost of its components mined, produced or manufactured in the United States exceeds 50% of the cost of all its components, it meets the criteria for this preference. A bidder offering foreign-made products at a lower price should not receive an award if U.S. manufactured products that meet specifications are available for purchase.

#### *Steel Products Preference (IC 5-22-15-25)*

Steel products means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated, or otherwise similarly processed, or processed by a combination of two (2) or more such operations, by the open hearth, basic oxygen, electric furnace, Bessemer, or other steel making process used in the manufacture of supplies for a contract or supplies used in the performance of services under the contract must be manufactured in the United States. This preference applies only to purchases over \$10,000.

#### *Coal Mined in Indiana (IC 5-22-15-22)*

When purchasing coal for use as fuel, an absolute preference is given to coal mined in Indiana.



## **Pricing**

A price preference is offered to allow certain types of businesses and businesses that offer certain types of products to be able to compete for the State's business while taking into consideration a preference. If a bidder claims a price preference, a given percentage will be deducted from the price of the item or items that meet the criteria for that preference, and the newly figured prices will be used for **evaluation purposes** to determine who should receive the award. If such a bidder claiming a price preference receives an award, the original quoted amount will be paid for the products or services.

Only one (1) price preference may be applied to each item, even if the bidder has indicated they wish to claim multiple preferences. The one that is most beneficial should be applied to the bid.

### *Indiana Business Preference (IC 5-22-15-20.5)*

An Indiana Business refers to any of the following:

- (1) A business whose principal place of business is located in Indiana.
- (2) A business that pays a majority of its payroll (in dollar volume) to residents of Indiana.
- (3) A business that employs Indiana residents as a majority of its employees.
- (4) A business that makes significant capital investments in Indiana.
- (5) A business that has a substantial positive economic impact on Indiana.

Point 4 is defined as any company that can demonstrate a minimum capital investment of \$5 million or more in plant and/or equipment or annual lease payments of \$2.5 million or more shall qualify.

Point 5 is defined as any company that is in the top 500 companies for one of the following categories: number of employees, unemployment taxes, sales tax, payroll withholding taxes or Corporate Income Taxes; shall qualify. To verify if your company qualifies under point 5, you may email [buyindianainvest@idoa.in.gov](mailto:buyindianainvest@idoa.in.gov) with your company name, address and federal tax ID.

Bidders claiming this preference must indicate which of the provisions above, qualifies them as an Indiana business. They must also fully complete the Indiana Economic Impact Form (State Form 51788) and include it with their response. (Appendix F)

**For purchases under the Streamlining program, qualifying bidders receive a five percent (5%) price preference.**

*Indiana Small Business Preference (IC 5-22-15-23)*

To be eligible to claim the Indiana Small Business Preference, the bidder must be an Indiana business (as defined above in the Indiana Business Preference section) and qualify in at least one of the four following categories:

- (1) A wholesale business with annual sales of \$4,000,000 or less during the last fiscal year.
- (2) A service business with average sales of \$500,000 or less for the current and preceding three fiscal years, and employs no more than 25 persons.
- (3) A retail business or a business selling services with annual sales and receipts of \$500,000 or less.
- (4) A manufacturing business which employs no more than 100 persons.

**The State of Indiana offers a fifteen percent (15%) price preference to qualified businesses within the state to encourage the growth and success of small companies. This preference should not be confused with the Small Business Set-Aside program.**

*Recycled Products Preference (IC 5-22-15-16)*

The Indiana Code governing the Recycled Preference offers an opportunity to inform the vendor community that we're serious about buying recycled! The State of Indiana should be requesting recycled products whenever possible. Please refer to the Greening the Government Web page at [www.in.gov/idoa/greening/greening](http://www.in.gov/idoa/greening/greening) for more details. For additional information about recycled products, contact Rosemary Vandivier, Recycled Business Coordinator, at (317) 232-3037.

To be eligible to claim the Recycled Preference, qualifying products must contain at least 20% recycled materials (30% post-consumer for white copy paper). Bidders MUST provide manufacturer certification to substantiate their claim. However, if recycled content is listed as a requirement in the item specifications, the preference is not applicable and cannot be claimed.

**The figure 15% as the preference amount is set as a standard. However, the preference offered may be anywhere between 10% and 15% as long as the amount of the preference that will be applied is stated in the solicitation.**

*Soybean Oil Based Ink Preference (IC 5-22-15-18)*

The preference does not apply when the purchase description is limited to soybean oil based ink.

**A price preference of ten percent (10%) is offered for soybean oil based ink.**

*Soy Diesel/Bio Diesel Preference (IC 5-22-15-19)*

Fuel that is at least twenty percent (20%) soy diesel/bio diesel by volume qualifies for this preference. This preference does not apply when the purchase description is limited to a fuel of which at least 20% by volume is soy diesel/bio diesel.

**The price preference to be applied is ten percent (10%) of the bid price.**

**Tie-Breaking**

A tie-breaking preference is one that applies only when products of the same type and quality are offered at the same price.

*Foods and beverages that contain high levels of calcium (IC 5-22-15-24)*

High calcium foods and beverages are preferred over those with lower calcium levels.

**MINORITY AND WOMEN'S BUSINESS DEVELOPMENT**

In 1983, the Governor's Commission on Minority Business Development was created by Public Law 34 recognizing the importance of Minority and Women's Business Enterprises (MBE/WBE) participation in state purchases. The mandate of the Commission is to explore and implement more ways MBE/WBEs may fully participate in the procurement system.

The Minority and Women's Business Enterprises Division (MWBED) is a multi-purpose service agency for all Minority Business Enterprises (MBE), Women Business Enterprises (WBE) vendors and contractors. The MWBED office interacts with the State buyers, vendors and contractors whom are interested in State contracting.

It is the policy of the state to provide an equal opportunity for existing and operating minority and women's business enterprises to receive and participate in the state's procurement and contracting process. In order for the state to provide this opportunity IC 4-13-16.5-2 provides that the Governor's Commission on Minority and Women's Business Enterprises can establish annual goals for the use of minority and women's business enterprises and are required to be updated every five (5) years. As of July 1<sup>st</sup> 2005 the current annual goals for MBE and WBE participation are; Services Purchases 7% for MBE and 10% for WBE, Goods Purchases 3% for MBE and 3% for WBE.

The MWBED shall act on behalf of the state to actively promote, monitor, and enforce its MBE/WBE program by coordinating the statutory duties of the Commission with the various State government agencies.

The MWBED office provides certification not only for the State of Indiana, including the Indiana Department of Transportation's Federal Highway Program, Public Works, The Indiana Gaming Commission and The State Office Building Commission, but for the private sector also.

Only certified minority and women-owned businesses will be counted toward goal attainment. If a company wants to do business with the State as a certified minority or women-owned business, the business must complete the State bidder registration and submit a *Certification Application* to the MWBED. To register as a bidder with the State, businesses need to go to [www.in.gov/idoa/proc](http://www.in.gov/idoa/proc) and click on the link titled Bidder Registration. Once you have completed the bidder registration and have your Bidder Registration Number you should then go to the MWBED web site at [www.in.gov/idoa/minority](http://www.in.gov/idoa/minority), or contact the office at the address listed below, to obtain the application packet.

Minority and Women's Business Enterprises Division  
Indiana Department of Administration  
402 West Washington St., Rm W469  
Indianapolis, IN 46204  
Phone: (317) 232-3061

Besides promoting the use of MBE and WBE certified businesses to all State agencies and the certification of minority and women-owned businesses for the State the MWBED also provides useful information on business sectors not covered by certified businesses, current contracting opportunities, other certification organizations, business building resources and information from the Governor's Commission on Minority and Women Business Enterprises meetings. This information and much more can be found on MWBED's web page at [www.in.gov/idoa/minority](http://www.in.gov/idoa/minority).

## **VENDOR COMPLAINT/PROTESTS**

- BIDS:** PreAward – seven (7) calendar days before due date of bid  
PostAward – fourteen (14) calendar days after IDOA Procurement Division receives a fully executed contract
- QUOTES:** PreAward – three (3) calendar days before due date of quote  
PostAward – fourteen (14) calendar days after IDOA Procurement Division receives a fully executed contract
- RFPs:** PreAward – seven (7) calendar days before due date of the proposal  
PostAward – fourteen (14) calendar days after IDOA Procurement Division receives a fully executed contract

All protest and disputes must be submitted, in writing with all pertinent information, to the address listed below within the time frames mentioned above:

**Vendor Complaint/Protest Coordinator  
Indiana Department of Administration  
Procurement Division, Room W478  
402 West Washington Street  
Indianapolis, Indiana 46204**

## **CONTRACT ADMINISTRATION**

The primary responsibility is to ensure that the buyer (State) and seller (Vendor) are in compliance with the stated terms and conditions within contractual agreements. This section is responsible for the management of all actions, after the award of a contract, that must be taken to assure compliance with the contract; e.g., timely delivery, inspection, acceptance, payment, closing of a contract, etc.

### **VENDOR PERFORMANCE**

1. Contract Administration Office maintains official files for vendor performance for the State of Indiana. With assistance from state agencies, Contract Administration monitors vendor performance on all state contracts.
2. Periodically, Contract Administration will review the vendor performance files to look at continued trends of negative performance. This level of quality control is to ensure that vendors successfully fulfill their contractual obligations with the state and maintain a good vendor performance status.
3. Vendors that continue to perform negatively, depending on the facts, may be placed on **Surveillance** or **Suspension**. Vendors on surveillance are permitted to conduct business with the state; however, performance will be closely scrutinized. Vendors placed on suspension have been determined non-responsible and are **NOT** permitted to conduct business with the State in any interests.

## APPENDIX A

### ELECTRONIC BUSINESS REGISTRATION GUIDE

#### **PART ONE: CREATE USER ACCOUNT**

*You will need an email address and your 9-digit Taxpayer Identification Number (TIN) to register. Without these, you will be unable to register at this time.*

**Step 1.** Access the on-line Bidder registration at <http://www.in.gov/idoa/register/> and select Start your registration now at the bottom of the page. Then click on Bidder Registration link.

**Step 2.** Enter the following fields:

**First name** – Enter your first name.

**Last name** – Enter your last name.

**Company** – Legal name of your company

**Title** – Your title in the business

**Email ID** – Enter the email address where we will send notices of opportunities to bid on goods and services.

**Address** - Enter your address. If you enter an address outside of the USA, please make sure you select the proper country from the country drop before entering the address information. You must fill out the address 1, city, state, postal code, telephone and contact name.

**Telephone** – Enter the telephone number where we can contact you.

**Email Confirm** – Enter your email address again to confirm it. This address will be used as your User ID to change your bidder profile.

**Password** – Enter your password. This password must be at least six characters including at least one letter and one number. It is case sensitive – CAPITALS are different from lower case letters.

**Confirm Password** – Enter your password again to confirm it.

**Question** – Select a question from the drop down list. This question will be if you forget your password and ask to create and email you a new password.

**Answer** – Enter the answer to the question you selected.

Click the yellow “Continue” button and go to Step 3 of these instructions.

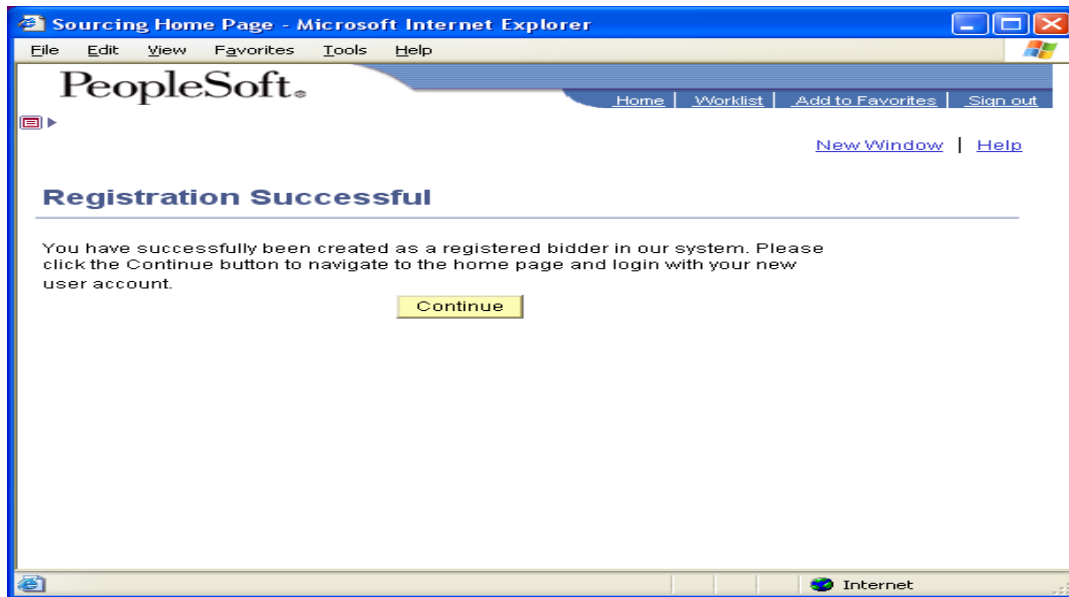
**Step 3.** Enter the following fields:

**ID Number** – Enter the Taxpayer Identification Number for your business. This may be your Federal Employer ID or your Social Security Number.

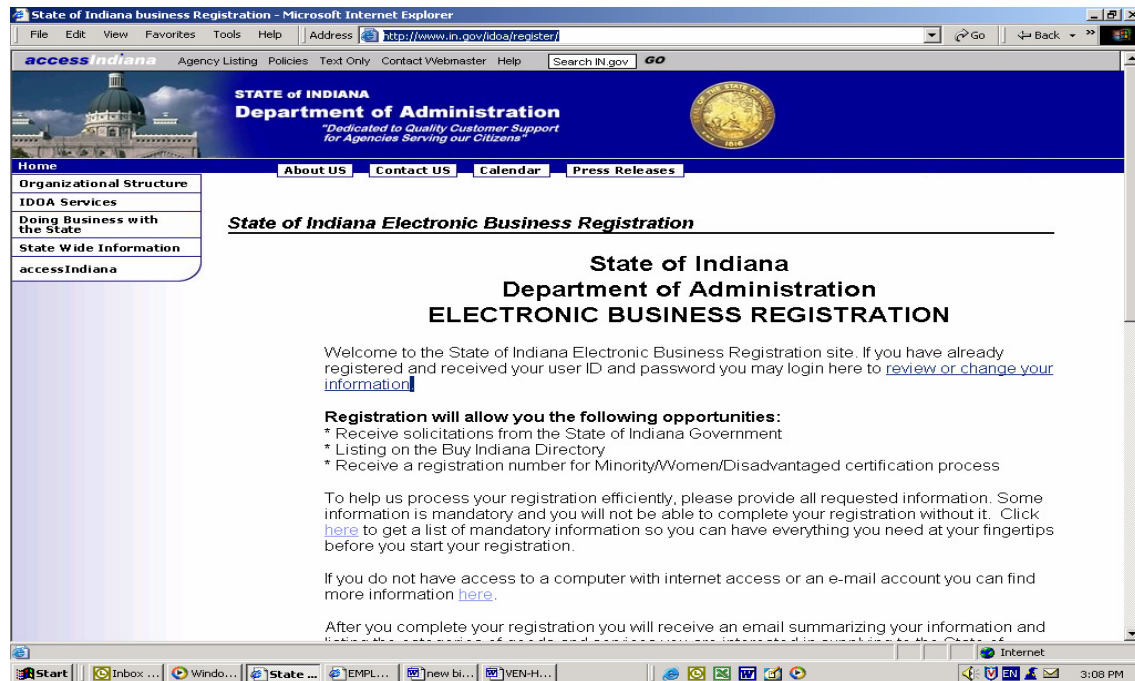
**Terms and Conditions** – Click on the checkbox after you review the terms and conditions for using this Bidder site.

Click the yellow “Submit” button and you will see the Registration Successful confirmation page.

Click the yellow “Continue” button and go to Part two: Updating your bidder profile.



If you did not continue and are now wanting to update your profile you must access the bidder profile update page at <http://www.in.gov/idoa/register/>. You will need to pick the link [review or change your information](#) to continue with your updating of your bidder profile.



## **PART TWO: UPDATING YOUR BIDDER PROFILE**

***Your Bidder Profile includes information about the goods and services you provide, any pricing preferences, and additional contact information.***

**Step 1.** The Bidder Welcome page includes a list of required information. Review this page and be sure you have everything you need. You will not be able to save your registration if any of this information is missing. Click on the yellow “Next” button and go to Step 2 of these instructions.

The screenshot shows a web browser window titled "EMPLOYEE - Microsoft Internet Explorer". The address bar is empty. The page has a blue header with "QA Testing" in red text on the left and "Home" and "Sign out" links on the right. Below the header is a navigation bar with tabs: "Bidder Welcome" (selected), "Bidder Registration", "BuyIndiana", "Public Listing", and "MBE/WBE and Small Business". The main content area is titled "OpportunityIndiana Registration" and contains the following text:

Welcome to the OpportunityIndiana registration web pages. We need to collect the following information from you:

- Legal Name
- Owner's Gender\*
- Owner's Ethnicity\*
- CEO Name
- Submitter Name
- Email ID (Required in order to receive solicitations)
- Receive orders preference (email, mail or fax)
- Minority Business Enterprise (MBE) and/or Women Business Enterprise Information (WBE)
- Small Business Information
- Secretary of State Registration Information
- NAICS Code\*\*
- Mailing Address information
- United Nations Standard Product and Services Code (UNSPSC) information

\*If your business is a corporation (or has multiple owners) and are unable to declare an owner's gender and ethnicity, you will need to choose Male as the Owner Gender and Caucasian as the Owner's Ethnicity.

\*\*The NAICS Code is also called the Business Activity Code. It can be found on the following federal Income Tax returns:

- Individual - Form 1040 - Schedule C, Page 1, Line B
- Partnership - Form 1065 - Page 1, Line C
- Corporation - Form 1120 - Page 2, Schedule K, Line 2a
- Sub Chapter S Corporations - Form 1120S - Page 1, Line B

At the bottom of the form is a yellow "Next" button.

The browser's taskbar at the bottom shows the Start button and several open applications: "Inbox - Mic...", "Windows Me...", "Sourcing Ho...", "EMPLOYEE - ...", and "Document11...". The system clock in the bottom right corner shows "2:19 PM".



**Step 2.** Enter or change the following fields:

**Vendor Legal Name** – Legal name of your company

**Owner's Gender** – Gender of the owner

**DBA Name** – “Doing Business As” Name (only enter if different than your legal name)

**Owner's Ethnicity** – Ethnic origin of the owner of your company. If your business is a corporation (or has multiple owners) and you are unable to declare an owner's gender and ethnicity, you must choose Male as the Owner Gender and Caucasian as the Owner's Ethnicity.

**CEO Name** – Chief Executive Officer Name of your company

**Submitter Name** – Your name

**Email ID** – Email address used in registration

**Company Web site** – If you have a web site, enter it here.

**I want to receive orders by** – Select your preference to receive orders from the State of Indiana. Your options are Email, Fax or Regular Mail; you need to choose only email.

You must check the **Notify me of Opportunities** to receive solicitations from the State Agencies.

**Registered with the Secretary of State** – Check this box if you are registered with the Indiana Secretary of State. If so, you will be prompted to enter your Secretary of State Control Number. You must have this number if you check this box. If you do not know it at this time, click on the link to the Secretary of State's search page. When you find your control number, return to this page to enter it.

**NAICS code**– Enter the North American Industry Classification System code number. If you want to search for a NAICS code, click on the link. This number can also be found on your Federal business Income Tax return on one of these pages:

1. Individual - Form 1040 - Schedule C, Page 1, Line B
2. Partnership - Form 1065 - Page 1, Line C
3. Corporation - Form 1120 - Page 2, Schedule K, Line 2a
4. Sub Chapter S Corporations - Form 1120S - Page 1, Line B

**QA Testing**

Home | Sign out

Bidder Welcome | **Bidder Registration** | BuyIndiana | Public Listing | MBE/WBE and Small Business

SetID: STIND Bidder ID: 0000012033

\*Vendor Legal Name: Tool Time

\*Owner's Gender: Male

Doing Business As Name:

\*Owner's Ethnicity: Caucasian

\*CEO Name: Tim Taylor

\*Submitter Name: Tim Taylor

Email ID: tooltime3@hotmail.com

Website:

\*I want to receive orders by: Email ☒ Notify me of Opportunities

Registered with the Secretary of State ☐

\*\* If you are unsure of your Secretary of State Control #, Please click the link below.  
[https://secure.in.gov/sos/bus\\_service/online\\_corps/default.asp](https://secure.in.gov/sos/bus_service/online_corps/default.asp)

North American Industrial Classification System (business activity code)

\*NAICS Code: 111 Crop Production

\*\* If you are unsure of your NAICS Code, Please click the link below.  
<http://www.census.gov/epcd/www/naics.html>

\*Taxpayer Identification Number: 159357258

By typing in your name you are certifying the accuracy of this data. By executing this registration the vendor/contractor certifies under the pains and penalties of perjury that all of the information is true and accurate as of the date of submission.

When you have completed this page, click on the yellow Next button and go to step 3 of these instructions.

### Step 3. Buy Indiana information

**Buy Indiana Certification** - You will need to determine if you qualify as an Indiana business based on one of the five listed descriptions. Click the appropriate choice if you qualify. If you do not qualify or are not sure contact Shirley Houston at 317-232-6870.

**Acceptance of Certification** – You must mark the box to certify your information or you can not continue.

When you have completed this page, click on the yellow Next button and go to step 4 of these instructions.

**QA Testing**

Home | Sign out

[New Window](#) | [Help](#)

Bidder Welcome | Bidder Registration | **BuyIndiana** | Public Listing | MBE/WBE and Small Business

SetID: STIND Bidder ID: 0000012033

Please select the category that most closely represents the status of your business with the State of Indiana.

**Buy Indiana Certification**

- ☒ A business whose principal place of business is located in Indiana.
- ☐ A business that pays a majority of its payroll (in dollar volume) to residents of Indiana.
- ☐ A business that employs Indiana residents as a majority of its employees.
- ☐ A business that makes significant capital investments in Indiana (1).
- ☐ A business that has a substantial positive economic impact on Indiana (1), (2).
- ☐ Business does not qualify as an Indiana Business

Please check the box acknowledging acceptance of your certification. Failure to check the certification box will cause your business to be classified as an Out of State business.

☒ I certify that the information provided above is true and accurate as of the time of this registration. I further understand that using any false or misleading information may result in prosecution for fraud, revocation of certification, and having this business placed on a suspension list barring it from contracting or doing business with the State of Indiana or any of its agencies.

[Previous](#) [Next](#)

#### Step 4. Public Listing information

**BuyIndiana** – Check this box if you want to be included in the BuyIndiana listing so other business can find you.

**Affirmation for acceptance in BuyIndiana listing** – Check the correct box to affirm your ability to be listed in the BuyIndiana listing.

**Certification of Accuracy** – You must check this box certifying your information is correct for all information supplied to the State of Indiana.

**Public Web Site** – List your web address for publication in the BuyIndiana listing if you want it listed.

**Public Telephone** – List your public telephone number for publication in the BuyIndiana listing if you want it listed.

**Public Email** – List your public email address for publication in the BuyIndiana listing if you want it listed.

**Description of Your Business** – Short description of your business to be listed in BuyIndiana listing

When you have completed this page, click on the yellow Next button and go to step 5 of these instructions.

**QA Testing**

Home Sign out

New Window Help

Bidder Welcome Bidder Registration BuyIndiana **Public Listing** MBEM/WBE and Small Business

SetID: STIND Bidder ID: 0000012033

A BuyIndiana listing will let other businesses find you based on the goods and services you are interested in providing to them. To be listed you must indicate you want a listing and you must be an Indiana Business.

☒ I want my business to be listed as an Indiana Business in the "Buy Indiana" Directory.

To be listed you must affirm that at least one of these three factors is true.

☒ My business' principal place of business is in Indiana.  
☐ More than 50% of my revenue comes from Indiana.  
☐ More than 50% of my employees are Indiana residents.

☒ I certify that the information provided in this registration is true and accurate as of the time of this registration. I further understand that registration using any false or misleading information may result in prosecution for fraud, deletion from this website, revocation of registration, and having this business placed on a suspension list barring it from contracting with the State of Indiana or any of its agencies.

Public web site:   
Public telephone:   
Public email:

Description: Include a short description of your business (1000 characters).

Previous Next  
Next Item

**Step 5.** Enter or change the following fields:

**Certified Minority Business Enterprise(MBE)** – Check this box if you are a certified MBE with the State of Indiana. You will be prompted to enter your MBE/WBE certification expiration date. Fill in as much information as you can for this.

**Otherwise MBE Certified** – Check this box if you are a certified MBE with another entity. If so, you will be prompted to enter that other entity.

**Certified Women Business Enterprise(WBE)** – Check this box if you are a certified WBE with the State of Indiana. You will be prompted to enter your MBE/WBE certification expiration date. Fill in as much information as you can for this.

**Otherwise WBE Certified** – Check this box if you are a certified WBE with another entity. If so, you will be prompted to enter that other entity.

If you are not a certified MBE/WBE, are interested in getting more information on becoming a certified MBE/WBE, click on the “Interested in becoming a certified MBE?” or “Interested in becoming a certified WBE” links.

**Indiana Small Business** – If you are interested in being registered as a small business, you must meet the criteria stated on the General Info page. State statute requires that you can only register for one small business classification, so if you fall under more than one category, you must pick one. If you do not qualify, simply click the “None” radio button.

When you have completed this page, click on the yellow Next button and go to step 6 of these instructions.

QA Testing

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Bidder Welcome Bidder Registration BuyIndiana Public Listing MBE/WBE and Small Business

SetID: STIND Bidder ID: 0000012033

**MBE/WBE Information**

☐ Minority Business Enterprise ☐ Women Business Enterprise  
☐ Otherwise MBE Certified ☐ Otherwise WBE Certified

[Interested in becoming a certified Minority or Women Business Enterprise?](#)

**Indiana Small Business**

Small business means a business that is independently owned and operated and is not dominant in its field of operations. Small business must also satisfy one of the following areas of business. Select none if you do not meet these criteria.

☐ **Wholesale Business**  
Annual sales for its most recently completed fiscal year is four million dollars (\$4,000,000) or less.

☐ **Manufacturer**  
The number of its employees is one hundred (100) or less.

☐ **Construction**  
Average gross annual receipts for the current and three (3) previous fiscal years is four million dollars (\$4,000,000) or less.

☐ **Service**  
Average sales for the current and three (3) previous fiscal years is five hundred thousand dollars (\$500,000) or less and the number of its employees is twenty-five (25) or less.

☐ **Retail**  
Average sales and receipts for the current and three (3) previous fiscal years is five hundred thousand dollars (\$500,000) or less.

☒ **None**

By typing in your name you are certifying the accuracy of this data. By executing this registration the vendor/contractor certifies under the pains and penalties of perjury that all of the information is true and accurate as of the date of submission.

Previous Next

**Step 6.** You may enter up to 4 different addresses (invoicing, remitting, returning and ordering). If they are all the same, simply enter your address using the “Remitting” address type. To enter multiple addresses, click the “+” on the top right of the address. To delete the current address, click the “-” on the top right of the address.

If you enter an address outside of the USA, please make sure you select the proper country from the country drop down prior to entering the address information.

If you enter an address, you must fill out the address 1, city, state, postal code, telephone and contact name.

**If you would like to add additional address choices you will need to click the yellow + sign to add the addition addresses.** When you have added all your additional addresses, click on the yellow Next button and go to step 7 of these instructions.

**QA Testing**

Home | Sign out

Public Listing | MBE/WBE and Small Business | **Addresses** | Goods/Services | INDOT Notification

SetID: STIND Bidder ID: 0000012033

Address Type	Country	Address 1	Address 2	Address 3	Address 4	City	County	ZIP code	State	Telephone	Fax Number	Email ID	Contact Name
Returning	USA	1212 somebody way				Indianapolis	marion	46227	IN	317/555-1212		tooltime3@hotmail.com	Tim Taylor

If you have more than one remittance address, please fax the additional addresses, with a completed W-9 Taxpayer Identification Form, to Shirley Houston, Vendor Registration Coordinator, at 317-232-7312. On your cover letter, please state that you have registered your company on our web site.

<http://www.in.gov/idoa/proc/FW9.PDF>

By typing in your name you are certifying the accuracy of this data. By executing this registration the vendor/contractor certifies under the pains and penalties of perjury that all of the information is true and accurate as of the date of submission.

Next

**Step 7.** If you would like to receive solicitations from the State of Indiana, you must fill out the goods/services section. We use the UNSPSC (United Nations Standard Products and Services Code) codes to categorize goods and services. The registration will only let you pick valid UNSPSC category codes.

Click on the yellow folder to the left of UNSPSC. You will see the top level categories. You may open more details by clicking the folder symbols. You may add a category by clicking on the underlined name. You may remove a category by clicking the yellow minus icon to the right of the category.

**We advise that you do not make your UNSPSC choice too narrow. This will limit your opportunities for solicitations.**

**If you would like to add additional UNSPSC choices you will need to click the yellow + sign to select additional codes.** When you have added all the UNSPSC choices, click on the yellow Next button and go to step 8 of these instructions.

EMPLOYEE - Microsoft Internet Explorer

QA Testing

Home Sign out

New Window Help

Bidder Welcome Bidder Registration BuyIndiana Public Listing MBE/WBE and Small Business

SetID: STIND Bidder ID: 0000012033

Click the yellow - sign to delete that particular UNSPSC code from your list

Customize Find First 1 of 1 Last

Category	Description
1	

Left Right

UNSPSC

\*\* Please select as many UNSPSC categories as possible that reflect your business. Bids will be sent out based on your responses.

By typing in your name you are certifying the accuracy of this data. By executing this registration the vendor/contractor certifies under the pains and penalties of perjury that all of the information is true and accurate as of the date of submission.

Previous Next

Done

Start Inbox - ... Windows... Sourcing... EMPLOY... Documen... Documen... Internet 2:23 PM

EMPLOYEE - Microsoft Internet Explorer

QA Testing

Home Sign out

New Window Help

Public Listing MBE/WBE and Small Business Addresses Goods/Services INDOT Notification

SetID: STIND Bidder ID: 0000012033

Click the yellow - sign to delete that particular UNSPSC code from your list

Customize Find First 1-2 of 2 Last

Category	Description
1 14000000	Paper Materials and Products
2 14111605	Greeting or note or post cards

Left Right

UNSPSC

- 10000000 - Live Plant and Animal Material
- 11000000 - Mineral and Textile and Inedib
- 12000000 - Chemicals including Bio Chemic
- 13000000 - Resin and Rosin and Rubber and
- 14000000 - Paper Materials and Products
  - 14100000 - Paper materials
    - 14110000 - Paper products
      - 14111500 - Printing and writing paper
      - 14111600 - Novelty paper
        - 14111601 - Gift wrapping paper or bags or
        - 14111604 - Business cards
        - 14111605 - Greeting or note or post cards
        - 14111606 - Art or craft paper
        - 14111607 - Poster boards
        - 14111608 - Gift certificate
        - 14111609 - Cover paper
        - 14111610 - Construction paper
        - 14111611 - Isolation or encapsulation or

Done

Internet

**Step 8.** If you would like to receive solicitations from the Indiana Department of Transportation, you may click on one of the four checkboxes. Each checkbox is for a different type of purchase conducted by INDOT. We will relay your email and contact information for them to update their opportunity email list services.

Click the yellow “Save” button and go to Step 9 of these instructions.

EMPLOYEE - Microsoft Internet Explorer

File Edit View Favorites Tools

Address Go

**QA Testing** Home Sign out

[New Window](#) [Help](#)

Public Listing MBE/WBE and Small Business Addresses Goods/Services **INDOT Notification**

SetID: STIND Bidder ID: 0000012033

**INDOT Public Involvement E-mail Lists**

☐ Highway construction and maintenance contracts

☐ News on Bid Opportunities

☐ Transportation Enhancement Program Information

☐ Professional Services Bulletin Information

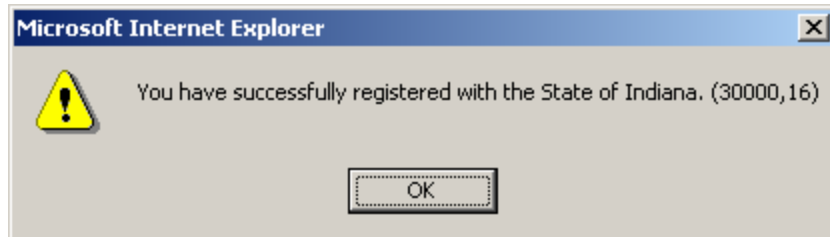
By typing in your name you are certifying the accuracy of this data. By executing this registration the vendor/contractor certifies under the pains and penalties of perjury that all of the information is true and accurate as of the date of submission.

Previous Save

Start Inbox - ... Windows ... Sourcing ... EMPLOY... Document... Document... Internet 2:25 PM



**Step 9.** Once your INDOT choices have been entered, click the yellow “Save” button at the bottom right of the screen. **If you do not click save, you will not update your profile. Once bidder profile has been saved, you will receive a message saying that it has been successfully saved.**



We will immediately send an email to the email address you entered in step 2. This email will not include your mailing address(es), but it will include other information you have entered.

**Step 10.** Thank you for registering, you may now close your browser.

## APPENDIX B

Substitute Form State Form 23743 (R 07/01) Approved by State Board of Accounts 2001 Approved by Auditor of State 2001		<b>Taxpayer Identification Number Request</b>		State of Indiana	
W-9		DO NOT send to IRS			
<b>Print or Type</b> <b>Legal Name</b> (OWNER OF THE EIN OR SSN AS NAME APPEARS ON IRS OR SSN RECORDS) DO NOT ENTER THE BUSINESS NAME OF A SOLE PROPRIETORSHIP ON THIS LINE		<b>Return to address below</b>			
Trade Name Complete only if doing business as (D/B/A)					
Remit Address					
Purchase Order Address-Optional					
<b>Check legal entity type and enter 9 digit taxpayer identification Number (TIN) below:</b> (SSN = Social Security Number, EIN = Employer Identification Number)		SSN or EIN must be for legal name above			
<input type="checkbox"/> <b>Individual</b> (Individual's SSN) _____					
<input type="checkbox"/> <b>Sole Proprietorship</b> (Owner's SSN or Business EIN) SSN _____					
<input type="checkbox"/> <b>Partnership</b> <input type="checkbox"/> General <input type="checkbox"/> Limited (Partnership's EIN) _____					
<input type="checkbox"/> <b>Estate/Trust</b> (Legal Entity's EIN) _____					
Note: Show the name and number of legal trust, or estate, not personal representatives					
<input type="checkbox"/> <b>Other</b> (Limited Liability Company, Joint Venture, Club, ect) (Legal Entity's EIN) _____					
<input type="checkbox"/> <b>Corporation</b> Do you provide legal or medical serv. <input type="checkbox"/> Yes <input type="checkbox"/> No (Corp's EIN) _____					
<input type="checkbox"/> <b>Government (or Government operated entity)</b> (Entity's EIN) _____					
<input type="checkbox"/> <b>Organization Exempt from Tax under Section 501(a)</b>					
Do you provide medical services? <input type="checkbox"/> Yes <input type="checkbox"/> No (Org's EIN) _____					
<input type="checkbox"/> <b>Check here if you do not have a SSN or EIN but have applied for one.</b>					
Under Penalties of perjury, I certify that: (1) The number listed on this form is my correct Taxpayer Identification Number (Or I am waiting for a number to be issued to me) AND (2) I am not subject to backup withholding because: (a) I am exempt from the backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding (does not apply to real estate transactions, mortgage interest paid, and acquisition or abandonment of secured property, contribution to an individual retirement arrangement (IRA), and payments other than interest and dividends.) <b>CERTIFICATION INSTRUCTIONS-</b> You must cross out item (2) above if you have been notified by the IRS that you are currently subject to backup withholding because of underreporting interest or dividends on your tax return.					
<b>THE IRS DOES NOT REQUIRE YOUR CONSENT TO ANY PROVISION OF THIS DOCUMENT OTHER THAN THE CERTIFICATIONS REQUIRED TO AVOID BACKUP WITHHOLDING.</b>					
I am a U.S. person (including a U.S. resident alien)					
Name (Print or Type) _____		Title _____			
AUTHORIZED SIGNATURE _____		Date _____			
		Phone _____			
Agency _____ Agency use only <input type="checkbox"/> Yes <input type="checkbox"/> No Approved by _____					
1099					
<b>REQUEST FOR TAXPAYER IDENTIFICATION NUMBER AND CERTIFICATION</b>					

## **APPENDIX C**

### **CHECKLIST FOR BIDDERS**

Below is a checklist to refer to when preparing a responsive bid. The checklist includes many common errors made by bidders responding to bid invitations. Please note that these instructions may not contain all applicable requirements, and careful reading of the solicitation is critical.

1. The Non-Collusion Affidavit language is in the package. When you sign the Signature Page, you are agreeing to the general conditions, specifications, certifications and other documents of this solicitation. The purpose of the Non-Collusion Affidavit is to certify that no price fixing or improper contact with any State employee or other vendor in the market has occurred.
2. There is a Drug-Free Workplace Certification.
3. The U.S. Manufactured Certification is mandatory. This certification is required by State statute. This certifies that at least 50 percent of the costs of a product's components are mined, produced or manufactured in the United States.
4. State form 47895, Minority and Women's Business Enterprise Participation Plan must be completed correctly and enclosed for all solicitations. See Appendix D for directions.
5. If any Minority or Women owned businesses are listed on State form 47895, a signed letter(s), on company letterhead, from the minority and/or women owned business must accompany the Minority and Women's Business Enterprise participation plan.
6. State form 51778, the Indiana Economic Impact form needs to be complete. Make sure all sections are completed if you have the needed information. The purpose is to allow the State to view the impact a vendors proposal has on the State and its economy. The information listed on this form will be part of the evaluation of a bid.
7. Clearly detail in writing any deviation from or exception taken to the stated specifications and initial any changes you make to your solicitation.
8. Do not submit photocopies of bid documents; retain photocopies for your own information, provide originals to the Department of Administration, Procurement Division.
9. Do not add any additional contractual or payment terms and conditions. Terms of the award will be those listed in the Invitation for Bid, the Drug-Free Workplace Provision, and the resulting Purchase Order only.
10. If applicable, the bid bond must be submitted in proper form with the bid (Invitation for Bid terms will indicate if such a bond is required).
11. Bids must be received by the due date and time indicated in the Invitation for Bid.

12. If you are not willing to accept a split award (partial order), your bid must include the statement "ALL OR NONE".
13. Bidders that are out-of-state corporations should complete the Application for Certificate of Authority of a Foreign Corporation per *IC 23-1-49-1*. Call the Secretary of State's office for further information at (317) 232-6576, or [www.in.gov/sos](http://www.in.gov/sos).
14. Each solicitation must be returned in a separate envelope. The envelope must clearly display the following information.
  - a. The notation "Sealed Bid/Quote/QPA" (please indicate which of the preceding type of request forms you have submitted)
  - b. The Requisition Number (Provided on the RFQ/ITB)
  - c. The Due Date and Time
  - d. If the RFQ/ITB is to come to the IDOA Procurement Division, make sure it is addressed to: Department of Administration, Procurement Division, 402 W. Washington St. Room W468, Indianapolis, IN 46204. Do not send it to the attention of the Purchasing Administrator listed on the solicitation.
15. To protect the integrity of the sealed bid process, failure to properly identify your offer as a sealed bid according to the above instructions may result in an automatic disqualification from consideration.

## APPENDIX D

SF47895 (ELEC2/06)

### MINORITY & WOMEN'S BUSINESS ENTERPRISES SUBCONTRACTOR COMMITMENT FORM

In accordance with 25 IAC 5-5, the contract goal for this solicitation, if it is for a purchase from the Good and/or Service Industry, is 3% for Minority participation and 3% for Women participation. It is the intent of IDOA Procurement Division to meet or exceed the above mentioned M/WBE goals. If participation exists the vendor must submit with its quote/bid a MWBE Subcontractor Commitment Form. The Form must show that there are, participating in the proposed contract, Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) listed in the Minority and Women's Business Enterprises Division (MWBED) directory of certified firms located at [www.buyindiana.in.gov](http://www.buyindiana.in.gov). If participation is met through use of vendors who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this quote/bid and the cost of direct supplies for this quote/bid. Respondents must complete the Subcontractor Commitment Form in its entirety.

The Department reserves the right to verify all information included on the MWBE Subcontractor Commitment Form.

Respondents are encouraged to contact and work with MWBED at 317-232-3061 to design a subcontractor commitment to meet established goals as referenced in this solicitation.

**Prime Contractors must ensure that the proposed subcontractors meet the following criteria:**

- Must be listed on the IDOA Directory of Certified Firms
- Each firm may only serve as once classification – MBE or WBE
- A Prime Contractor who is an MBE or WBE must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement.
- Must serve a commercially useful function. The firm must serve a value-added purpose on the engagement.
- Must provide goods or service only in the industry area for which it is certified as listed in the directory at [www.buyindiana.in.gov](http://www.buyindiana.in.gov)
- Must be used to provide the goods or services specific to the contract
- National Diversity Plans are generally not acceptable

### MINORITY & WOMEN'S BUSINESS ENTERPRISES SUBCONTRACTOR LETTER OF COMMITMENT

A signed letter(s), on company letterhead, from the MBE and/or WBE must accompany the MWBE Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the MBE and/or WBE of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract.

By submission of the quote/bid, the Respondent acknowledges and agrees to be bound by the regulatory processes involving the State's M/WBE Program. Questions involving the regulations governing the MWBE Subcontractor Commitment Form should be directed to: Minority and Women's Business Enterprises Division at (317) 232-3061 or [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov).

# STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

Quote/Bid
DUE DATE:
TOTAL Quote/ BID AMOUNT:

<input type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm	Contact Person:	
Company Name:	E-mail:	
Address:	Telephone Number: (   )	Fax Number: (   )
Sub-Contract Amount:	Describe service/product to be provided:	
Sub-Contract Percentage of Total Bid:		
Provide approximate dates when Sub-Contractor will perform on this project:		

<input type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm	Contact Person:	
Company Name:	E-mail:	
Address:	Telephone Number: (   )	Fax Number: (   )
Sub-Contract Amount:	Describe service/product to be provided:	
Sub-Contract Percentage of Total Bid:		
Provide approximate dates when Sub-Contractor will perform on this project:		

Respondent Firm	Telephone Number
Address	Fax Number
City/State/Zip Code	Email Address
Representative	Authorizing Signature
Date	Printed Name and Title

☐ Please check if additional forms are attached.  
Page \_\_\_\_\_ of \_\_\_\_\_

**IF PARTICIPATION EXISTS THIS FORM MUST BE COMPLETED IN ITS ENTIRETY WITH COMPLETED LETTERS OF COMMITMENT**

## APPENDIX E

### ADVERTISING OF PROCUREMENT OPPORTUNITIES

***Frost Illustrated*** advertises Invitations for Bid and Requests for Proposals

Published: Every Wednesday

Distribution: Allen County, Fort Wayne area

***Gary Crusader*** advertises Invitations for Bid and Requests for Proposals

Published: Every Thursday

Distribution: Gary

***Gary Info*** advertises Invitations for Bid and Requests for Proposals

Published: Every Thursday

Distribution: Northwest Indiana, principally Gary

***Indiana Herald*** advertises Invitations for Bid and Requests for Proposals

Published: Every Thursday

Distribution: Marion County

***Indianapolis Commercial*** advertises all our Invitations for Bid and Requests for Proposals

Published: Monday through Friday except legal holidays

Distribution: Marion County, some statewide

***Indianapolis Recorder*** advertises all Invitations for Bid and Requests for Proposals

Published: Every Thursday

Distribution: Throughout the State of Indiana

## APPENDIX F

### INDIANA ECONOMIC IMPACT - PROPOSALS AND CONTRACTS

This information is required by the Indiana Department of Administration for all contractors, vendors/suppliers to the State of Indiana (complete all 30 items - indicate "N/A" if not applicable).

1	Legal Name of firm:	
2	Address/City/State/Zip Code:	
3	Telephone #/Fax #/Website:	
4	Federal Tax Identification Number:	
5	State/Country of domicile/incorporation:	
6	Location of firm's headquarters or principal place of business:	
7	Name of parent company or holding company (if applicable):	
8	State/Country of domicile/incorporation of company listed in #7:	
9	Address of company listed in #7:	
10	IN Department of Workforce Development (DWD) account number:	
11	IN Department of Revenue (DOR) account number:	
12	Number of Indiana resident employees per most recently completed IRS Form W-2 distribution:	
13	Total number of employees per most recently completed IRS Form W-2 distribution:	
14	Total amount of payroll paid to Indiana resident employees per most recently completed IRS Form W-2 distribution:	
15	Total amount of payroll paid to all employees per the most recently completed IRS Form W-2 distribution:	
16	Total amount of this proposal, bid, or current contract:	



## INDIANA ECONOMIC IMPACT - PROPOSALS AND CONTRACTS

### ACCOUNTING OF OUT-OF-STATE DOLLARS FOR THIS PROPOSAL OR CONTRACT:

17	<u>Prime Contractor Company Name:</u>	
18	<u>Number of Employees</u> that are out-of-state residents specifically for this proposal or contract:	
19	<u>Gross Salary*</u> to out-of-state resident employees that will be expended for this proposal or contract:	
20	<u>Fringe Benefit**</u> cost for out-of-state resident employees for this proposal or contract:	

21	<u>Subcontractor Company Name:</u>				
22	Address/Contact Person/Telephone Number/Tax ID Number:				
23	<u>Number of Employees</u> that are out-of-state residents specifically for this proposal or contract:				
24	<u>Gross Salary*</u> to out-of-state resident employees that will be expended for this proposal or contract:				
25	<u>Fringe Benefit**</u> cost for out-of-state resident employees for this proposal or contract:				

26	<u>Out-of-State Supplier Name:</u>				
27	Address/Contact Person/Telephone Number/Tax ID Number:				
28	<u>Description of products or services</u> provided to the prime contractor that are directly related to this proposal or contract:				
29	<u>Cost</u> of direct supplies for this proposal or contract:				

30	<u>Affirmation by authorized official:</u> I affirm under penalties of perjury that the foregoing representations are true to be the best of my knowledge and belief:				
	Signature:				
	Name of authorized official:				
	Title:				
	Date:				

\*Gross Salary is defined as wages paid on a regular basis, usually weekly, bi-weekly, or monthly before any deductions.

\*\*Fringe Benefits are defined as non-salary employee compensation. For the purposes of this report, only include insurance, retirement plans and bonuses.

## APPENDIX G

### GLOSSARY

**Advice of Change (A/C)** - Used to make monetary changes greater than \$50.00 to an existing Purchase order

**Bidder** – Potential Company who would like to receive information on solicitations with the State of Indiana.

**Buyer** - Also called purchasing administrator, this is the person in the Procurement Division responsible for procuring specific goods or services for the state agencies, facilities, and institutions.

**Contract Support Division** - Performs all functions that pertain to contract administration, management of information, and bid opening functions.

**Drug-free Workplace** – Mandated by Executive Order 90-5, this requires all vendors doing more than \$25,000 worth of business with the State to maintain a drug-free workplace.

**Equipment** - Any article, except small tools, which has an extended period of service expectancy (minimum of 12 months).

**Foreign Corporation** - See out-of-state corporations

**Free on Board Destination (FOB Destination)** - A contract term under which the vendor must pay the shipping and handling charges to the point of delivery.

**Invitation for Bid (IFB)** - A form of solicitation from the State of Indiana for procurement greater than \$75,000.00 or for a Quantity Purchase Agreement.

**Materials, supplies, parts** - Expandable commodities which are consumed within a relatively short period of time, or which are converted in the process of construction or manufacture or which form a minor part of equipment.

**Minority Business Enterprise (MBE)** - An individual, partnership, corporation, limited liability company, or joint venture of any kind that is owned and controlled by one or more persons who are: (a) United States Citizens and (b) Members of a minority group. “Owned and controlled” means having: (a) Ownership of at least 51% of the enterprise including corporate stock of a corporation; (b) control over the management and active in the day to day operations of the business; and (c) an interest in the capital, assets, and profits and losses of the business proportionate to the percentage of ownership. “Minority group” means: (a) Blacks; (b) American Indians; (c) Hispanics; (d) Asian Americans; and (e) other similar minority groups, as defined by 13 CFR 124.103.

**Non-Collusion Affidavit** - A notarized certification that the vendor has not participated in any efforts to fix prices or has any improper contact with any state employees or other vendor in the marketplace.

**Out-of-State Corporations** - Also known as a Foreign Corporation, all out-of-state corporations must be registered with the Secretary of State of Indiana for 45 days before they can be awarded a contract.

**Quantity Purchase Agreements (QPAs)** - Term contracts for goods and/or services, generally issued for one year with options for renewal.

**Personal Services Contracts** - Contracts for personal services rendered either by employees of the state, or by professional consultants employed on a temporary basis.

**Procurement Division** - Buys, purchases, rents, leases, or otherwise acquires any supplies of service. Performs all functions that pertain to the obtaining of any supply or service, including description of requirements, selection or solicitation of sources, preparation and award of contracts and purchase orders.

**Procurement Agent** - A person within a state agency, facility or institution responsible for developing purchase requests and specifications to address procurement needs of that agency. These persons are nominated by the agency, facility or institution and assigned duties by the Director of Procurement.

**Public Works Division** - Prepares and supervises the preparation of contract documents for constructions. Advertise bids, process contract awards, approve or reject estimates and contract changes.

**Purchase Order** - A means of ensuring payment from the State to the vendor.

**Purchasing Administrator** - see Buyer

**Racial Minority Group** - (a) African Americans; (b) American Indians; (c) Hispanics; (d) Asian Americans; and (e) Other similar racial minority groups.

**Request for Information (RFI)** - A non-committed solicitation for information used to develop a Request for Proposal (RFP).

**Request for Proposal (RFP)** - Solicitations used to obtain a usually complex and/or costly product.

**Request for Quotation (RFQ)** - Solicitations used for small purchases below \$75,000.00.

**Services by Contract** - All payments made by the State for services rendered under express contract, including labor and materials furnished in the performance of such services, but not including professional and consulting services.

**Services other than personal** - All payments made for services rendered to the State on which the rate is fixed by law or ordinance.

**Sole Source** - A procurement method used when only one source can provide the service or commodity.

**Small Purchase** - A purchase under \$75,000.00; with the exception of Quantity Purchase Awards.

**Special Procurement** – Any exception to normal State purchasing procedures as identified in *IC 5-22-10*.

**Sub-Contractor Commitment Form** - A form that is required in all solicitations and contract which lists the MBE/WBE sub-contractors and sub-contracting amounts to be used toward MBE/WBE goal attainment.

**U.S. Manufactured Certification** – A notarized certification indication that at least 50 percent of the costs of a product's components are mined, produced or manufactured in the United States.

**Vendor** - The supplier of the goods and services which the State purchases.

**Women's Business Enterprise (WBE)** – a business that is one of the following: (1) A sole proprietorship owned and controlled by a woman.; (2) A partnership or joint venture owned and controlled by women in which: (a) at least fifty-one percent (51%) of the ownership is held by women; and (b) the management and daily business operations are controlled by at least one of the women who owns the business. (3) A corporation or other entity: (a) whose management and daily business operations are controlled by at least one of the women who owns the business; and (b) that is at least fifty-one percent (51%) owned by women, or if stock is issued, at least fifty-one percent (51%) of the stock is owned by at least one of the women.